Special Truck & Van Issue

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automotive FLEET®

THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

EXCLUSIVE INTERVIEW

GM's FLEET CONSOLIDATION

1993 Truck Models/Specs

'93 Incentive Programs

Lorillard Solves Full-Size vs. Minivan Dilemma

Top 100 Truck Fleets

Annual Statistics

automotive FLEET®
THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE
BOBIT PUBLISHING

July 1992
VOL. 31, NO. 9

Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government , police, and taxi fleets.

***Page 24** — The Mercury Villager is one of the all-new van models premiering in the 1993-model year.*

***Page 42** — GM's new Fleet Operations' Executive Director George Frink says fleets will find the new organization more responsive to their needs.*

***On the Cover:** Sal Giacchi (left), Lorillard Tobacco Co.'s director, fleet operations and travel, poses with sales representatives Mark Wilson and Karen Welling who demo a new minivan siderack. (See page 74.)* Photography by Alan Lowy & Assoc.

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ALTERNATIVE-FUELS REPORT

Xerox Begins Fleet Test of Variable-Fueled Vehicles

Asserting that "We can't wait for clean air," Xerox Corp. company officials announced the purchase of 100 variable-fueled Chevrolet Luminas making it the nation's largest private fleet of M-85 vehicles. The variable-fueled Luminas, which include one of the most technologically-advanced variable-fuel systems in the automotive industry, can run on 85 percent methanol, unleaded gasoline, or a combination of the two fuels.

"This is an aggressive step to prove that private industry can take the lead — and must step up to the challenge — in safeguarding the environment," said Charles Roby, vice president of customer service operations for U.S. customer operations at Xerox.

During the next two years, Xerox service personnel will drive the cars a total of 1.8 million miles and help evaluate their performance. Ron Pink, Xerox business manager — vehicle fleet, says GE Capital Fleet Services, from whom the vehicles are leased, will gather data on such factors as miles per gallon, resale potential, and driver response after the first one million miles of use. The vehicles were acquired as part of the Drive Clean California program, a State of California demonstration project that aims to put 5,000 alternative-fuel vehicles on the road. The California Energy Commission is paying the $2,000 price difference between the cost of a variable-fuel equipped Lumina and a standard gasoline-powered Lumina.

In addition to the variable-fueled Luminas being put into the fleet, Xerox currently operates a fleet of 45 propane-powered vans that it uses in a van pool commuter program at its El Segundo plant. "Jack Morrical of Midway Truck & Coach was instrumental in bringing these alternative-fueled vans to our attention back in 1986-87," says Pink. "He really helped Xerox, and other companies, realize what an important role alternative-fueled vehicles would play in our not-to-distant future."

NAFA Safety Survey Results: 1991 Calendar Year

Number of Reporting Fleets:	580
Number of Vehicles in Reporting Fleets:	294,643
Total Miles Driven:	2,356,163,193
Average Miles per Vehicle, per Quarter:	7,854
Total Reportable Accidents:	23,192
Total Preventable Accidents:	10,557
Total Non-Preventable Accidents:	12,635
Total Accident Ratio per Million Miles:	43.39
Preventable Accidents per Million Miles:	19.66
Non-Preventable Accidents per Million Miles:	23.73
Personal Injuries:	1,417
Fatalities:	17
Total Vehicular Damage:	$20,614,935
Vehicle Damage Per Reportable Accident	$1,019

Source: National Association of Fleet Administrators

(L to R) Bill Gallagher, director — alternative fuels task force and director of consulting services for GE Capital Fleet Services, Ron Pink, Xerox business manager — vehicle fleet, and Jack Morrical, president of Midway Truck & Coach examine the first deliveries of Xerox Corp.'s purchase of 100 variable-fueled Chevrolet Luminas.

Federal Express to Test Five Alternative Fuels in CA

More than 100 Federal Express delivery vans serving the Southern California area have become the "CleanFleet" of test vehicles in a landmark study of five alternative fuels that began in June. The project fleet, officially named the South Coast Alternative Fuels Demonstration Project, consists of 113 new package delivery vans built specifically for use by Federal Express Corp. as part of its 1,200-plus vehicle fleet in Southern California. The vehicles will be used to evaluate ethanol, compressed natural gas, electricity, propane, and reformulated gasoline. Test data will be collected on performance, reliability, safety, maintenance, and durability. A coalition of federal and state agencies, auto makers, and fuel companies as-

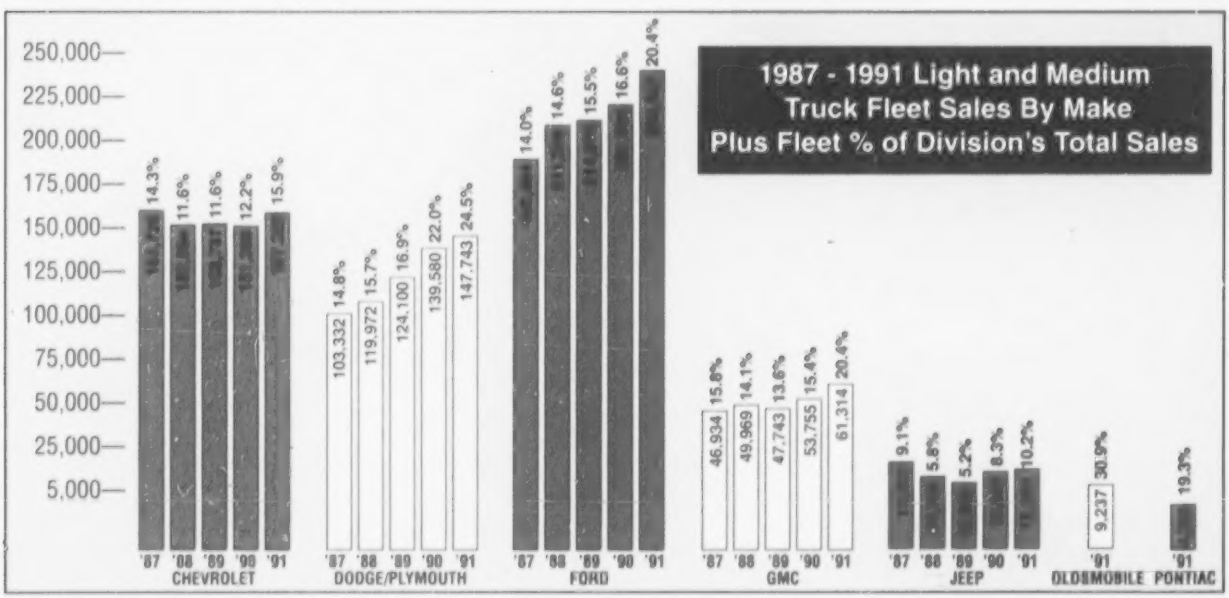
U.S. Truck Market Statistics

Classes 1 - 5 New Truck Sales/Registrations Reported. National and Fleet Totals by Calendar Year.

MAKE	1982*	1983*	1984*	1985*	1986*	1987*	1988*	1989*	1990*	1991*
CHEVROLET	726,358	891,125	1,072,231	1,209,012	1,198,856	1,148,472	1,314,667	1,323,305	1,240,062	1,068,547
	97,514	90,688	133,969	174,500	162,589	163,726	152,564	153,737	151,388	167,282
DODGE & PLYMOUTH	228,232	263,667	503,967	606,368	598,159	697,773	763,309	735,184	634,931	602,181
	29,078	28,491	53,727	112,677	65,029	103,332	119,972	124,100	139,580	181,161
FORD	589,941	905,846	1,111,832	1,189,053	1,296,181	1,378,037	1,443,060	1,398,780	1,340,342	1,251,958
	101,471	106,263	142,163	220,308	206,187	192,884	211,209	214,970	222,904	259,457
GMC	186,257	224,718	268,858	309,125	304,133	298,435	354,282	350,099	348,706	306,149
	23,772	23,244	37,685	43,403	44,278	46,934	49,969	47,743	53,755	61,314
JEEP	62,097	76,453	148,040	181,939	195,973	203,825	263,454	249,170	191,805	156,258
	3,816	1,947	5,971	18,222	18,312	18,621	14,750	12,835	15,867	15,933
OLDSMOBILE	—	—	—	—	—	—	—	—	—	30,859
	—	—	—	—	—	—	—	—	—	9,237
PONTIAC	—	—	—	—	—	—	—	—	—	23,186
	—	—	—	—	—	—	—	—	—	4,283
DOMESTIC TOTAL	1,892,885	2,361,829	3,104,928	3,495,517	3,591,302	3,719,342	4,128,762	4,046,458	3,755,845	3,429,116
	255,651	250,633	373,515	569,110	496,395	525,497	548,464	553,385	583,494	698,667
IMPORT TOTAL	310,809	414,951	611,346	782,795	681,725	700,703	622,401	568,397	474,256	420,845
	26,558	43,382	77,563	99,201	108,240	49,788	49,635	49,379	50,296	48,791
INDUSTRY TOTAL	2,203,694	2,776,780	3,716,274	4,278,312	4,473,027	4,420,045	4,751,163	4,614,855	4,230,101	3,849,961
	282,209	294,015	451,078	668,311	604,644	575,285	598,299	602,764	633,790	747,458

* Domestic totals include all classifications of trucks including sport/utility vehicles.
Source: Automotive Fleet Research Dept.

Total | Fleet



Import Light & Medium Truck Market Statistics*

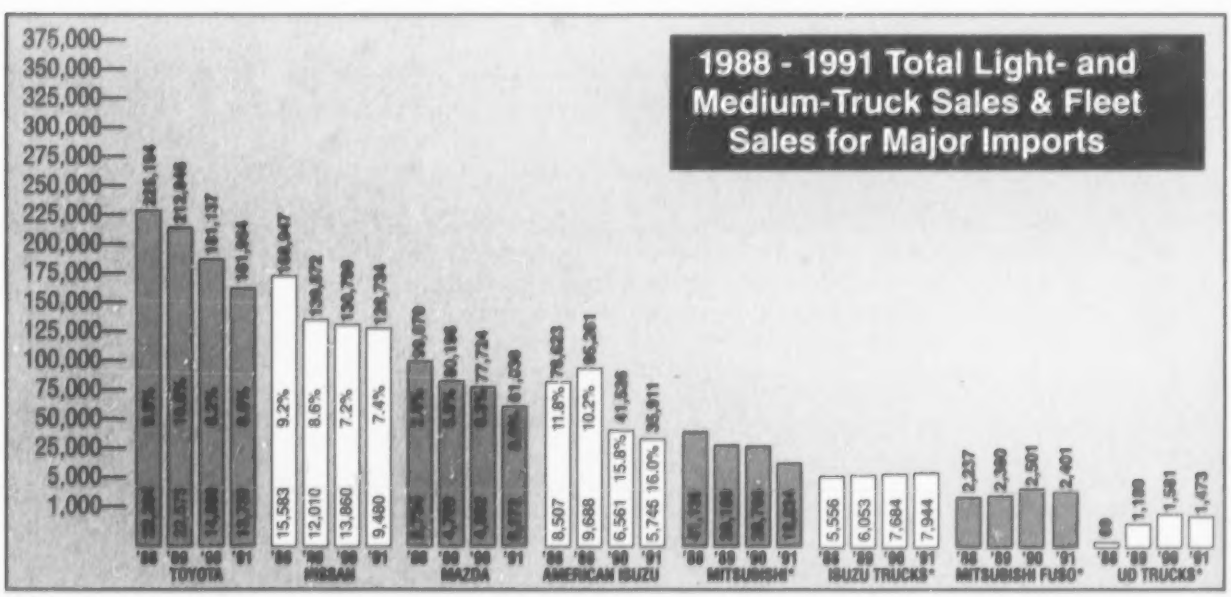
Classes 1 - 5 New Truck Sales/Registrations Reported. National and Fleet Totals by Calendar Year.

Source: Automotive Fleet *Research Dept.*

MAKE	1982*	1983*	1984*	1985*	1986*	1987*	1988*	1989*	1990*	1991*
TOYOTA	143,439	170,000	244,072	327,969	381,861	263,754	225,194	212,846	181,137	161,945
	10,936	23,387	41,860	61,517	72,184	26,008	22,204	22,575	14,899	13,737
	7.6%	13.8%	17.2%	18.8%	18.9%	9.9%	9.9%	10.6%	8.2%	8.5%
NISSAN	106,440	132,066	194,414	256,313	215,000	167,058	168,947	139,872	130,799	128,734
	13,430	12,073	19,491	23,156	18,030	12,064	15,583	12,010	9,341	9,480
	12.6%	9.1%	10.0%	9.0%	8.4%	7.2%	9.2%	8.6%	7.2%	7.4%
MAZDA	40,661	75,751	118,366	114,614	157,127	128,347	99,070	80,196	77,724	61,038
	2,192	5,747	6,610	6,544	10,103	3,416	2,734	4,769	4,892	5,272
	5.3%	7.5%	5.6%	5.7%	6.4%	2.7%	2.8%	5.9%	6.3%	8.6%
AMERICAN ISUZU	17,669	26,211	37,443	52,305	66,660	82,613	78,623	95,261	41,526	35,911
		2,175	9,602	7,984	7,932	8,300	8,507	9,688	6,561	5,746
		8.3%	25.6%	15.3%	9.2%	10.0%	11.8%	10.2%	15.8%	16.0%
MITSUBISHI	931	9,222	14,943	27,100	34,265	51,862	41,139	29,189	28,766	18,834
							807	337	299	173
							2.0%	1.2%	1%	1%
IVECO	1,669	1,679	2,106	1,948	1,411	1,268	1,556	1,411	2,538	2,565
ISUZU TRUCK				2,526	4,661	4,825	5,556	6,053	7,684	7,944
MITSUBISHI FUSO						976	2,237	2,360	2,501	2,401
UD TRUCKS-NISSAN DIESEL AMERICA							69	1,189	1,581	1,473
IMPORT TOTAL	310,809	414,961	611,346	782,795	881,725	700,703	622,401	568,397	474,256	420,845
FLEET TOTAL	26,558	43,382	77,563	99,201	108,249	49,788	49,835	49,379	50,296	48,791
% FLEET	8.0%	10.0%	13.0%	13.0%	12.0%	7.0%	8.0%	8.0%	10.6%	11.6%

*Light-duty truck registrations only.

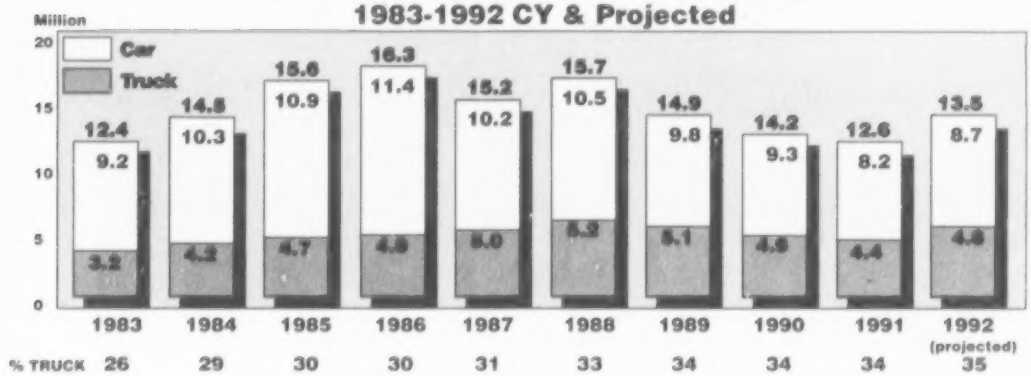
Total | Fleet | % Fleet



*Retail registration figures only.

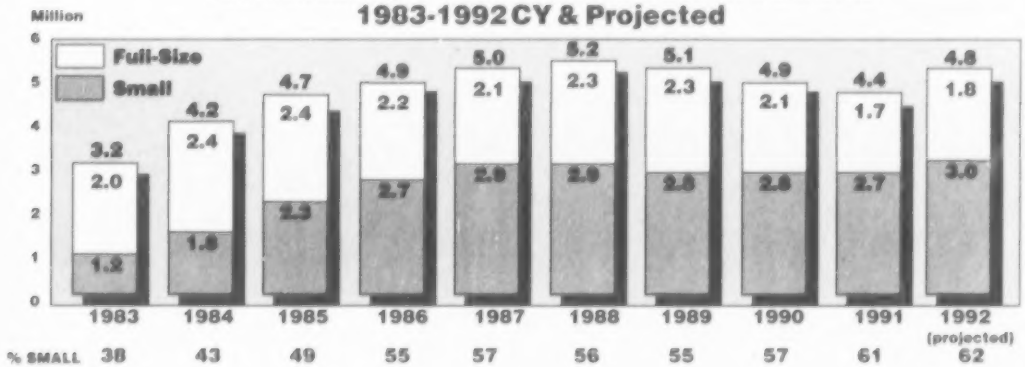
U.S. Truck Statistics

Total Industry Sales — Cars vs. Trucks
1983-1992 CY & Projected



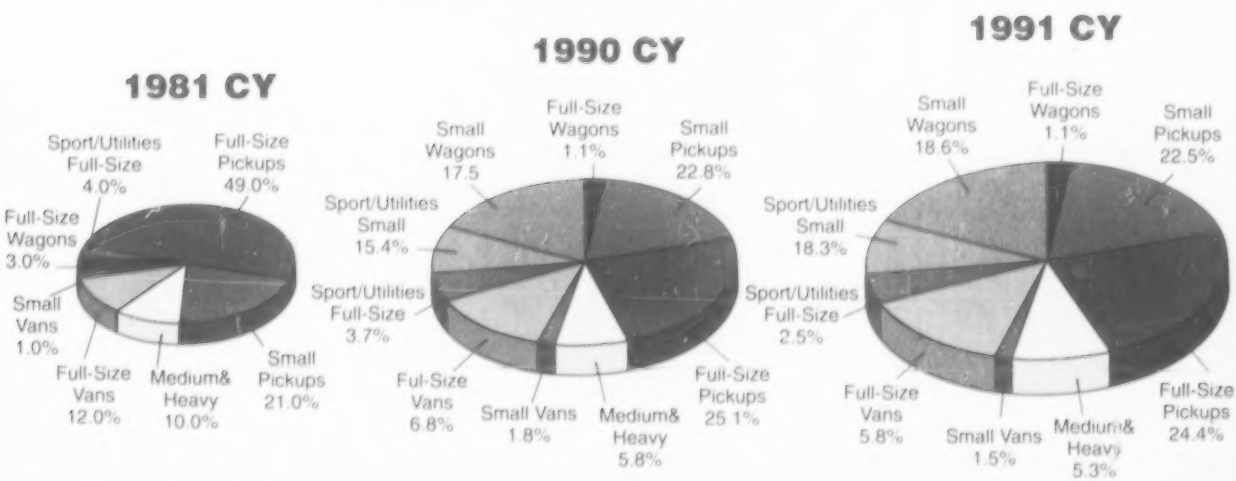
Trucks sales increased during the period 1983-88 from 3.2 million and only 26 percent of the industry to the all-time industry record in 1988. After decreases in the period of 1989 to 1991, sales are expected to increase in 1992.

Total Industry Truck Sales - Small vs. Full Size
1983-1992 CY & Projected



1,200,000 small trucks were sold in 1983 for 38 percent of the market. In contrast, 2.7 million small trucks were sold in 1991 for 61 percent of the market. These 2.7 million small trucks sales were almost as large as the entire truck market in 1983.

Total Truck Market Registrations
Market Share by Vehicle Type & Size



The 1992 Top 100

Commercial Truck and Van Fleets

(Includes Classes 1-5)

'92 RANK	'91 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	#TRUCKS &VANS
1	1	UNITED PARCEL SERVICE Atlanta, GA	Don Parkinson	X	—	62,000
2	5	FEDERAL EXPRESS CORP. Memphis, TN	Harold Idell	X	ARI, GEC Fleet	24,908
3	6	QUALITY BAKERS AMERICA Greenwich, CT	John Urick	X	—	17,000
4	9	SEARS, ROEBUCK AND CO. Chicago, IL	William Jones III	X	—	15,006
5	10	FRITO-LAY, INC. Dallas, TX	Tom Smith	X	—	11,500
6	11	XEROX CORP. Rochester, NY	Ron Pink	—	GEC Fleet	10,000
7	13	CONTINENTAL BAKING CO. St. Louis, MO	Paul Walsh	X	—	8,868
8	15	AIRBORNE FREIGHT CORP. Seattle, WA	Gerry Madrid	X	—	6,500
9	18	BORDEN, INC. Columbus, OH	Ron Cushy	X	Beafinser, Ryder Bank Amerilease	6,085
10	19	ARA SERVICES, INC. Philadelphia, PA	Ralph Jamic	X	GEC Fleet	5,946
11	21	INTERSTATE BRANDS CORP. Kansas City, MO	Gary Pasche	X	—	5,190
12	49	TERMINIX, INC. Memphis, TN	Andy Gunnell	—	Wheels	4,850
13	20	CHEMLAWN Columbus, OH	Ken Cheverko	X	BLC Truck Leasing, GEC Fleet, Triathalon	4,806
14	23	SHELL OIL CO. Houston, TX	Doug Wildman	X	GEC Fleet	4,544
15	35	CSX TRANSPORTATION Jacksonville, FL	Jim Fronckoski	X	ARI, Bank Amerilease	4,480
16	24	CAMPBELL TAGGART, INC. Dallas, TX	Ra Grzywinski	X	—	4,200
17	25	ASHLAND OIL, INC. Ashland, KY	William D. Bloss	X	BLC Corp.	4,191
18	27	ROLLINS, INC. Atlanta, GA	John Willis	X	B&M, World Omni	4,022
19	29	VPSI Troy, MI	Kenneth Sieloff	X	—	3,930

'92 RANK	'91 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	#TRUCKS &VANS
20	33	TEXACO, INC. White Plains, NY	Art Fritz	—	PHH	3,921
21	30	AMOCO CORP. Chicago, IL	Richard Lynch	X	PHH, GEC Fleet	3,675
22	54	BURLINGTON NORTHERN RAILROAD	John Long St. Paul, MN	X	—	3,610
23	36	EMERY WORLDWIDE Palo Alto, CA	Dean Wright	X	Penske	3,500
24	39	EXXON COMPANY U.S.A. Houston, TX	John Dewees	X	ARI	3,500
25	38	SERVICE AMERICA CORP. Stamford, CT	Wilber Wachter	X	PHH, Wheels	3,439
26	34	GOODYEAR TIRE & RUBBER CO. Akron, OH	Joanne Rinehart	X	PHH	3,150
27	63	DOW CHEMICAL USA Midland, MI	Sue Soper	—	GEC Fleet, Wheels	3,026
28	43	PHILLIPS PETROLEUM CO. Bartlesville, OK	James I. Grillot	X	—	3,013
29	44	ENTENMANN'S BAKERY, INC. Bay Shore, NY	Gene Bianco	X	—	3,010
30	46	PHILIP MORRIS USA New York, NY	Gregory Tarring	—	PHH, GEC Fleet	3,000
31	47	SIEMENS NIXDORF/TELPLUS Boca Raton, FL	Robert Fisher	—	ARI, Mike Albert Leasing	3,000
32	48	TENNECO, INC. Houston, TX	Tiny Robertson	X	—	3,000
33	41	TW SERVICES Spartanburg, SC	Helen Cook	X	ARI	2,950
34	52	JOHNSON CONTROLS, INC. Milwaukee, WI	Bob Borchert	X	GEC Fleet, Wheels Southgate	2,900
35	51	ADT SECURITY SYSTEMS Parsipanny, NJ	John Africano	X	GEC Fleet	2,800
36	—	ARATEX SERVICES, INC. Burbank, CA	Merrit Kinne	X	GEC Fleet	2,800
37	53	SUBURBAN PROPANE/PETROLANE Long Beach, CA	Warren Clark	X	—	2,800
38	57	GENERAL ELECTRIC CONS. SERV. Louisville, KY	Philip Schelling	—	GEC Fleet	2,626
39	61	COX ENTERPRISES, INC. Atlanta, GA	Patsy Brownson	X	ARI, Wheels	2,469
40	64	NATIONAL LINEN SERVICE Atlanta, GA	Tom Spight	X	—	2,441
41	65	HONEYWELL, INC. Minneapolis, MN	Karen Reimer	—	GEC Fleet, PHH	2,390
42	—	RENT A CENTER, INC. Wichita, KS	Lynn Zuercher	X	—	2,345
43	67	DHL AIRWAYS, INC. Redwood City, CA	Fred Shepherd	—	Associates, ARI, GEC Fleet	2,300
44	62	NORFOLK SOUTHERN CORP. Roanoke, VA	Sam Hammett	X	—	2,287
45	69	AMERICAN BAKERIES Charlotte, NC	Jean Carter	X	GEC Fleet	2,272
46	66	ATCHISON TOPEKA SANTA FE RR Chicago, IL	Joan Williams	X	GEC Fleet	2,194

'92 RANK	'91 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	#TRUCKS &VANS
47	71	USX CORP. Pittsburgh, PA	Don Hillwig	—	PHH	2,046
48	76	ENVIRONMENTAL INDUSTRIES Calabasas, CA	Bill Johnson	X	—	2,005
49	72	R.J. REYNOLDS TOBACCO CO. Winston-Salem, NC	Larry Giddens	—	PHH	2,000
50	74	GENERAL ELECTRIC MED. SYS. Waukesha, WI	Sheryl Grossman	X	GEC Fleet	1,981
51	75	UNION PACIFIC RAILROAD Omaha, NE	Tom Lake	X	GEC Fleet	1,950
52	—	PETROLEUM HEATING & POWER Astoria, NY	Peter Clark	—	Fleet Services, Inc.	1,900
53	78	PONY EXPRESS COURIER CORP. Charlotte, NC	William Glasheen	—	Associates	1,896
54	82	JR SIMPLOT CO. Pocatello, ID	Terry McLaughlin	X	—	1,840
55	26	SERVICE CORP. Houston, TX	Gary Sanders	X	—	1,827
56	80	E.I. DU PONT DE NEMOURS & CO. Wilmington, DE	Dick Prettyman	—	PHH	1,820
57	73	WESTINGHOUSE ELECTRIC CORP. Pittsburgh, PA	Lou Dobak	X	PHH, GEC Fleet, McCullagh	1,800
58	83	EASTMAN KODAK CO. Rochester, NY	Mark Hardway	X	PHH	1,718
59	86	ENRON CORP. Houston, TX	Don Conant	X	—	1,712
60	85	MOTOROLA C & E INC. Schaumburg, IL	Judy Baxter	X	Associates	1,700
61	84	MARATHON OIL CO. Houston, TX	Liz Nikel	X	PHH, Wheels, GEC Fleet	1,632
62	89	DIEBOLD, INC. Canton, OH	Linda Taylor	—	PHH	1,600
63	98	KEEBLER CO. Elmhurst, IL	Richard Allen	—	Pitney Bowes, Norlease, Mero, MDFC, Bot Financial	1,600
64	88	STROEHMANN BAKERIES Horsham, PA	Dale Stevens	—	PHH	1,600
65	90	MONTGOMERY WARD Chicago, IL	Roseann Neveitt	—	GEC Fleet, PHH	1,540
66	97	NABISCO BRANDS, USA/BISCUIT DIV East Hanover, NJ	Bill Kiddle	—	PHH	1,438
67	—	PPG INDUSTRIES Pittsburgh, PA	Debbie Durick	X	GEC Fleet	1,418
68	95	McKESSON CORP. San Francisco, CA	Beverly Heim	X	USFL	1,404
69	—	BROWN & WILLIAMSON TOBACCO Louisville, KY	Charles (Mike) Cooley	X	—	1,354
70	—	BAXTER HEALTHCARE CORP. Deerfield, IL	Patrick Sheehan	—	Wheels, GEC Fleet	1,319
71	—	W.R. GRACE & CO. New York, NY	J.W. Enterline	—	PHH, USFL	1,290
72	—	LORILLARD TOBACCO CO. New York, NY	Sal Giacchi	—	GEC Fleet, PHH	1,280
73	—	AMTRAK Bear Drive, PA	Ed Stuhl	X	—	1,257

'92 RANK	'91 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	#TRUCKS &VANS
74	—	OGDEN ALLIED SERVICE CORP. New York, NY	Joe Smith	—	GEC Fleet	1,250
75	100	MINNESOTA MINING & MANF. St. Paul, MN	Dick Martinson	X	—	1,245
76	—	EATON CORP. Cleveland, OH	Robert Wagner	—	GEC Fleet, BLC Corp.	1,220
77	—	LEGG'S PRODUCTS, INC. Winston-Salem, NC	Gary Mendelsohn	—	PHH	1,218
78	—	UNION CARBIDE CORP. Dansbury, CT	J.R. Walker	—	Wheels, ARI	1,203
79	—	FLOWERS INDUSTRIES Thomasville, GA	Mark Worthey	X	—	1,200
80	—	BORG-WARNER PROTECTIVE SERS. Parsippany, NJ	Audrey Heun	X	—	1,100
81	—	FMC CORP. Chicago, IL	Lawrence Dakof	X	GEC Fleet	1,100
82	—	PMI FOOD EQUIPMENT GROUP Troy, MI	Mark Welty	—	Wheels	1,090
83	—	J.I. CASE CO. Racine, WI	Bill McNellis	X	—	1,050
84	—	NCR CORP. Miamisburg, OH	Anne Mangen	—	GEC Fleet, Wheels	1,035
85	—	FERRELLGAS Liberty, MO	Jerry Schmitt	X	—	1,021
86	—	S.C. JOHNSON & SON Racine, WI	Karen Fries	—	Wheels, Associates	1,017
87	—	THE DIAL CORPORATION Phoenix, AZ	Pierce Walsh	—	USFL	1,005
88	—	AVON PRODUCTS, INC. New York, NY	Maxine Sullivan	—	GEC Fleet, PHH	1,000
89	—	BRIDGESTONE/FIRESTONE Nashville, TN	Bill Royster	X	—	1,000
90	—	ECOLAB, INC. St. Paul, MN	Jerry Rodewald	—	GEC Fleet	1,000
91	—	SHERWIN-WILLIAMS CO Cleveland, OH	David Hall	—	Wheels, McCullagh	1,000
92	—	ARKLA, INC. Shreveport, LA	Joe Lyons	X	—	976
93	—	TEXACO TRADING & TRANS. Denver, CO	Donna Alinovich	—	PHH	975
94	—	OXY USA, INC. Tulsa, OK	Bill Jeffers	—	Wheels	912
95	—	AMERICAN BLDG. MAINTENANCE San Francisco, CA	Ellie Walsh	—	PHH	900
96	—	CONTROL DATA CORP. Minneapolis, MN	Kathleen Wester	—	McCullagh, GEC Fleet	900
97	—	UNITED NORTH - CENTRAL Mansfield, OH	Jim Baker	X	—	850
98	—	STATE FARM INSURANCE CO. Bloomington, IL	Thomas Sours	X	—	781
99	—	BECKMAN INSTRUMENTS Fullerton, CA	Patty Whitchurch	X	GEC Fleet	780
100	—	MILES, INC. Elkhart, IN	Stacey Kreider	—	GEC Fleet, Wheels	758

Automotive Fleet's Top 100 Alphabetical Cross Reference

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USED-CAR PRICES

The following are average used-car prices for the period ending June 3,1992. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.

Model	Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	5,818	5,875	5,771
Sedan	5,818	5,875	5,771
88 BUICK SKYHAWK			
Coupe	3,926	3,966	3,894
Sedan	3,985	4,025	3,952
91 BUICK SKYLARK			
Cust. Sedan	8,364	8,447	8,296
90 BUICK SKYLARK			
Cust. Sedan	6,771	6,839	6,717
91 BUICK CENTURY			
Cust. Sedan	9,987	10,078	9,908
90 BUICK CENTURY			
Cust. Sedan	7,228	7,300	7,171
91 BUICK LESABRE			
Cust. Sedan	11,996	12,115	11,900
90 BUICK LESABRE			
Cust. Sedan	9,338	9,431	9,263
91 CADILLAC DEVILLE			
Coupe	19,102	19,292	18,949
Sedan	19,290	19,483	19,136
90 CADILLAC DEVILLE			
Coupe	15,453	15,606	15,330
Sedan	15,610	15,768	15,485
91 CADILLAC SEVILLE			
Sedan	18,520	18,706	18,372
90 CADILLAC SEVILLE			
Sedan	15,605	15,762	15,481
91 CHEVY BERETTA			
Coupe	8,283	8,366	8,216
90 CHEVY BERETTA			
Coupe	6,767	6,835	6,714
91 CHEVY CORSICA			
Htchbk. 4 Dr.	7,950	8,030	7,886
90 CHEVY CORSICA			
Htchbk. 4 Dr.	6,211	6,273	6,162
91 CHEVY CAVALIER			
Sedan	6,275	6,338	6,225
90 CHEVY CAVALIER			
Sedan	4,747	4,794	4,708
89 CHEVY CELEBRITY			
Sedan	4,968	5,017	4,929
91 CHEVY CAPRICE			
Sedan	10,256	10,359	10,174
90 CHEVY CAPRICE			
Sedan	7,238	7,310	7,180
91 CHRYSLER LEBARON			
Sedan	9,262	9,355	9,188
90 CHRYSLER LEBARON			
Sedan	8,214	8,296	8,147
91 CHRYSLER NEW YORKER			
Salon Sedan	11,461	11,576	11,370
90 CHRYSLER NEW YORKER			
Sedan	9,532	9,628	9,457
89 CHRYSLER FIFTH AVENUE			
Sedan	7,997	8,077	7,933
88 CHRYSLER FIFTH AVENUE			
Sedan	6,091	6,151	6,043
89 DODGE ARIES AMERICA			
Sedan	3,926	3,967	3,894
88 DODGE ARIES AMERICA			
Sedan	3,123	3,154	3,097
90 DODGE SHADOW			
Lftbk. 5 Dr.	5,592	5,648	5,547
91 DODGE DYNASTY			
Sedan	8,830	8,918	8,759
91 FORD ESCORT			
Htchbk. 4 Dr. LX	6,414	6,479	6,363
90 FORD ESCORT			
Htchbk. 4 Dr. LX	4,873	4,921	4,833

Model	Zone 1	Zone 2	Zone 3
91 FORD MUSTANG			
LX 4 Coupe	7,929	8,008	7,865
91 FORD TEMPO			
GL Sedan 4 Dr.	6,983	7,053	6,927
90 FORD TEMPO			
GL Sedan 4 Dr.	5,826	5,885	5,780
91 FORD TAURUS			
GL Sedan 4 Dr.	9,993	10,093	9,913
90 FORD TAURUS			
GL Sedan 4 Dr.	7,552	7,627	7,491
91 FORD CROWN VICTORIA			
Sedan	11,180	11,291	11,091
90 FORD CROWN VICTORIA			
Sedan	9,091	9,181	9,019
91 FORD THUNDERBIRD			
Coupe	10,601	10,707	10,515
90 FORD THUNDERBIRD			
Coupe	8,337	8,421	8,270
91 LINCOLN			
Town Car Sedan	18,741	18,928	18,590
Mark VII LSC Coupe	18,935	19,124	18,783
Continental Sedan	17,326	17,500	17,188
90 LINCOLN			
Town Car Sedan	15,775	15,933	15,649
Mark VII LSC Coupe	14,934	15,083	14,814
Continental Sedan	14,193	14,335	14,080
91 MAZDA 626			
LX Sedan 4 Dr.	10,238	10,341	10,155
91 MERCURY COUGAR			
LS Coupe	11,004	11,113	10,916
90 MERCURY COUGAR			
LS Coupe	9,069	9,160	8,997
91 MERCURY TOPAZ			
GS Sedan 4 Dr.	7,118	7,190	7,062
90 MERCURY TOPAZ			
GS Sedan 4 Dr.	5,707	5,763	5,662
91 MERCURY SABLE			
GS Sedan 4 Dr.	10,167	10,270	10,087
90 MERCURY SABLE			
GS Sedan 4 Dr.	7,649	7,725	7,588
91 MERCURY GRAND MARQUIS			
GS Sedan	11,674	11,791	11,581
90 MERCURY GRAND MARQUIS			
GS Sedan	9,749	9,847	9,671
91 MITSUBISHI MIRAGE			
Sedan 4 Dr.	6,622	6,687	6,567
90 MITSUBISHI MIRAGE			
Sedan 4 Dr.	5,463	5,518	5,420
91 NISSAN MAXIMA			
SE Sedan	15,534	15,689	15,410
90 NISSAN MAXIMA			
SE Sedan	13,768	13,906	13,658
91 NISSAN SENTRA			
Sedan 2 Dr.	6,737	6,807	6,683
90 NISSAN SENTRA			
Sedan 2 Dr.	4,746	4,793	4,706
91 NISSAN STANZA			
XE Sedan 4 Dr.	9,330	9,442	9,253
90 NISSAN STANZA			
Ntchbk. 4 Dr.	8,359	8,442	8,294
91 OLDS CIERA			
S Coupe	9,888	9,987	9,808
Sedan	9,487	9,583	9,411
90 OLDS CIERA			
Coupe	8,574	8,661	8,506
Sedan	6,979	7,048	6,923
91 OLDS CALAIS			
Sedan	7,468	7,543	7,409
90 OLDS CALAIS			
Sedan	6,020	6,079	5,971

Model	Zone 1	Zone 2	Zone 3
91 OLDS CUTLASS SUPREME			
Coupe	10,598	10,705	10,513
90 OLDS CUTLASS SUPREME			
Coupe	8,327	8,410	8,260
91 OLDS 98 REGENCY			
Sedan	18,738	18,925	18,588
90 OLDS 98 REGENCY			
Sedan	11,691	11,808	11,597
89 PLYMOUTH RELIANT			
Sedan	3,906	3,946	3,875
88 PLYMOUTH RELIANT			
Sedan	3,123	3,154	3,097
91 PLYMOUTH SUNDANCE			
Lftbck. 4 Dr.	6,944	7,014	6,888
90 PLYMOUTH SUNDANCE			
Lftbk. 4 Dr.	5,576	5,632	5,530
89 PLYMOUTH GRAN FURY			
Sedan	4,169	4,211	4,136
88 PLYMOUTH GRAN FURY			
Scan Sedan	3,209	3,241	3,183
91 PLYMOUTH ACCLAIM			
Sedan	7,325	7,399	7,267
91 PONTIAC SUNBIRD			
SE Coupe	7,505	7,581	7,445
LE Sedan	7,126	7,197	7,068
90 PONTIAC SUNBIRD			
SE Coupe	5,972	6,032	5,924
LE Sedan	5,763	5,820	5,716
91 PONTIAC 6000			
LE Sedan	9,557	9,652	9,481
90 PONTIAC 6000			
LE Sedan	6,929	6,999	6,873
91 PONTIAC GRAND AM			
LE Sedan	8,053	8,132	7,989
90 PONTIAC GRAND AM			
LE Sedan	6,800	6,869	6,747
91 PONTIAC BONNEVILLE			
LE Sedan	11,853	11,972	11,759
90 PONTIAC BONNEVILLE			
LE Sedan	9,217	9,308	9,142
91 PONTIAC GRAND PRIX			
Coupe	10,705	10,812	10,620
90 PONTIAC GRAND PRIX			
Coupe	8,204	8,286	8,137
91 SUBARU LEGACY			
Sedan 4 Dr.	8,849	8,938	8,778
91 TOYOTA CAMRY			
Sedan 4 Dr. Deluxe	10,900	11,012	10,817
90 TOYOTA CAMRY			
Sedan 4 Dr. Deluxe	9,173	9,263	9,096
91 TOYOTA COROLLA			
Sedan 4 Dr. Deluxe	8,200	8,284	8,134
90 TOYOTA COROLLA			
Sedan 4 Dr. Deluxe	6,907	6,976	6,849
91 TOYOTA CRESSIDA			
Lux Sedan	16,526	16,691	16,394
90 TOYOTA CRESSIDA			
Lux Sedan	14,131	14,270	14,018
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr.	7,291	7,362	7,232
89 VOLKSWAGEN JETTA			
GL Sedan 4 Dr.	6,350	6,412	6,300
91 VOLVO			
240 Sedan	14,129	14,273	14,018
90 VOLVO			
240 DL Sedan	11,257	11,368	11,166

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PRODUCTS/SERVICES

users current with the latest price releases. *Kelley Blue Book.*

Circle 217 on Inquiry Card

Chrysler's Fleet Service Brochure Available

Chrysler Service and Parts Operations introduces its Fleet Service Support brochure, which is to be used as a quick reference guide for getting parts and service. The brochure includes contact listings for the 25 local Chrysler Zone Service and Parts offices and the National Fleet Service and Parts office, as well as information on other service functions and contacts. *Chrysler Corp.*

Circle 210 on Inquiry Card

Truck Top Offers No-Drill Installation

The new Expo truck top from Snugtop contains frameless, curved glass pop-out windows, and the rear door features a flush-mounted automotive pop-out lock. The Snugtop J-bolt mounting system requires no drilling and, therefore, is easily removed. *Snugtop.*

Circle 215 on Inquiry Card

OKI Offers Mobile/ Transportable Phone

The OKI Phones 892 hardpack weighs 3.74 lbs. and can be used as either a transportable or mobile cellular phone. It features up to 110 minutes of continuous talk or 10 hours of continuous standby time, alphanumeric storage for 90 names and numbers, one-touch dialing, and other features. When used with the data/remote 'link accessory package, it can send and receive data transmission. *OKI Telecom.*

Circle 207 on Inquiry Card

GAS/DIESEL PRICES

May 29, 1992	AVG. NATIONWIDE PRICES	UNLEADED GAS	DIESEL
	Full-Serve	138.58	142.73
	Self-Serve	113.32	120.02

City*	Unleaded Gas Full-Serve	Unleaded Gas Self-Serve	Diesel Full-Serve	Diesel Serve-Serve
Atlanta, GA	145.43	98.61	143.57	110.32
Boston, MA	127.84	114.26	128.90	122.35
Chicago, IL	161.22	121.90	149.57	125.63
Dallas, TX	157.53	110.53	160.26	117.66
Denver, CO	166.18	118.55	150.10	123.39
Detroit, MI	156.55	111.89	130.57	114.79
Houston, TX	153.13	108.56	151.61	120.05
Los Angeles, CA	156.04	124.39	155.25	130.62
Memphis, TN	156.90	111.90	156.10	118.70
Miami, FL	150.30	111.90	153.63	120.91
Minneapolis, MN	156.58	115.16	113.40	113.68
New Orleans, LA	164.90	112.76	147.40	121.43
Omaha, NE	136.57	116.88	132.90	118.44
Philadelphia, PA	139.65	109.77	140.03	119.28
Phoenix, AZ	158.39	118.75	153.28	130.86
Portland, OR	149.10	130.19	128.40	131.04
San Francisco, CA	158.96	123.98	161.13	131.49
Seattle, WA	159.38	122.82	153.51	126.54
St. Louis, MO	142.77	105.73	125.73	105.63
Washington, D.C.	152.95	112.00	151.06	123.23

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** The following cities represent a national sampling of a larger group of cities surveyed twice monthly by Lundberg Survey Inc. All prices include taxes and are rounded up to the closest hundredth of a cent.*